

# Maryland DHIA Report For October

The October 1995 Dairy Herd Improvement information for dairy herds from the DHI processing center in Provo, Utah. The list includes herds from Maryland, Pennsylvania, and West Virginia. The information is listed by herd name, county association, number of cows in the herd and the average production per cow in the herd. To

be included, the herd must have 10 cows averaging 65 pounds or more of 3.5 percent fat corrected milk per cow, per day. All herds reported are on official DHI or DHIR test.

Also listed are the top eight herds in Maryland for the Brown Swiss, Guernseys, and Jerseys, and the top six herds for Ayrshires.

Baltimore County					Cecil County					Kent County				
Herd Name	Breed	Cows	In Milk	Avg FCM T	Herd Name	Breed	Cows	In Milk	Avg FCM T	Herd Name	Breed	Cows	In Milk	Avg FCM T
Steve Wilson	H	171		68.9	Tom and Joy Crothers	H	53		83.6	Centerdel Farm Inc.	H	127		83.3
<b>Caroline County</b>					<b>Franklin Co. (PA)</b>					<b>Marva Association</b>				
Faithland Farm	H	188		73.4	Marvin L. Zimmerman	H	152		66.4	Glad-Mar Farm Inc.	H	182		67.8
<b>Carroll County</b>					<b>Garrett County</b>					<b>Montgomery County</b>				
MD-Carrollton	H	55		75.3	Jerry L. Yoder	H	62		80.7	Kingstead Farms	H	43		75.7
James & John Myers	H	77		74.9	Philip Beachy	H	51		79.1	Beneva Farms	H	73		74.3
Windsor Manor	H	83		74.5	Ernest & Dan Gano	H	127		77.3	Mendelssohn Terrace Farm	H	128		72.6
Garstlyn Holsteins	H	74		71.1	Wayne E. Schrock	H	49		76.2	Clifton Farms	H	121		68.7
Panora Acres Inc.	H	171		68.2	Guards Farm Inc.	H	59		75.3	<b>Potomac Valley Assoc.</b>				
R.A. S.L. Doody	H	66		68.1	Menno J. Yoder	H	47		71.3	Herd Name	Breed	Cows	In Milk	Avg FCM T
Garstlyn Brownswiss	Br.Swiss	15		67.4	Paul & Henry Kinsinger	H	78		71.1	True Vine Holsteins	H	79		73.4
Maple Lawn Farm, Inc.	H	213		67.2	Bender, Carl	H	114		68.9	<b>Queen Annes County</b>				
Marlin Hoff	H	502		66.8	Mar-K Farms	H	59		68.1	Herd Name	Breed	Cows	In Milk	Avg FCM T
Jerry & Rick Lease	H	100		66.6	Paul Yoder	H	98		67.7	Lester C. Jones, Inc.	H	640		76.6
Eric F-Faith M. Burall	H	102		66.3	David W. Yoder	H	42		67.0	Benjamin Stanton	H	52		75.5
Flint Hill Farm	H	77		66.2	Piney Run Farms	H	117		66.8	F&J Moore	H	131		71.5
Thomas H. Muller	H	68		65.5	Cleland Beitzel	H	66		66.5	Boone Brothers	H	143		70.8
<b>Frederick County</b>					<b>Harford County</b>					<b>Talbot County</b>				
Herd Name	Breed	Cows	In Milk	Avg FCM T	Herd Name	Breed	Cows	In Milk	Avg FCM T	Herd Name	Breed	Cows	In Milk	Avg FCM T
Savage-Leigh Farm	H	177		89.2	Homelands Farm	H	43		83.0	Wm Brinsfield	H	59		74.3
Hannahs Dist Springs Farm	H	58		85.2	Highland Heights Farm Inc.	H	142		80.1	Willis Snow & Henry	H	46		67.1
Wayne Z Tucker	H	147		81.4	Pieper Brothers	H	175		77.1	<b>Washington County</b>				
Hobble-Hill Holsteins	H	87		81.4	Maroamo Farm	H	96		69.3	Herd Name	Breed	Cows	In Milk	Avg FCM T
Dave & Carole Doody	H	127		79.7	Strawberry Hill Farm	H	148		69.0	Curtis W Ausherman	H	170		73.3
Wilcom, Donald L.	H	139		74.0	My-Ladys-Manor Farm	H	260		67.4	Debaugh Farms	H	98		69.6
Spring-Vale Holsteins	H	79		73.4	Twin Del Farm	H	53		65.8	Marsh-Haven Farm	H	87		66.8
Glade-Rock Farm	H	168		72.8	<b>Howard County</b>					Jack and Vicki King	H	90		66.5
Paul & Karen Dotterer	H	99		72.7	Herd Name	Breed	Cows	In Milk	Avg FCM T	Marvin L. Zimmerman	H	152		66.4
MD-Garden Spot Farm	H	100		71.2	David & James Patrick	H	135		76.2					
Enfield Farm	H	104		71.0										
Hara Vale Farms	H	75		70.4										
Smith-Mead Brown Swiss	Br.Swiss	23		69.3										
Fir-Thorne	H	40		69.2										
Harshman Partners	H	135		68.8										
Smith-Mead Farm	H	58		68.6										
Dublin Hills Swiss	Br.Swiss	45		68.4										
Paul K Coblenz & Sons	H	251		68.2										
K Scott & Judy Hood	H	53		67.3										
Leigh Castle Holsteins	H	123		66.8										
Holterholm Farms	H	99		66.7										
Fir-Thorne-B	Br.Swiss	34		66.6										
Josh Grossnickle	H	16		66.5										
Taylor Made Farm	H	49		66.2										
Clovertop Farm, Inc.	H	88		66.0										
Grossnickle Farm Inc.	H	262		65.8										

## Dairy Economists Explore Possible Effects Of Industry Deregulation

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ITHACA, N.Y.—Navigating a deregulated dairy industry is an uncharted course, but thanks to more than 50 of the nation's dairy economists and policy analysts the industry now has a partial map.

The group met in Kansas City, Mo., Oct. 24-25, to discuss "The 1995 Farm Bill: Implications and Impacts," the topic of the second Invitational Workshop for Dairy Economists and Policy Analysts, sponsored by the Extension Education Committee of the Cornell Program on Dairy Markets and Policy.

What the industry would look like if federal price supports and marketing orders were eliminated, as proposed by the U.S. House of Representatives, was the major topic of discussion.

And whether cooperatives would be able to effectively represent their members is a critical question for dairy producers living in a deregulated world. Dairy cooperatives could be nearly unrecognizable.

"Co-ops must compete, not cooperate," concluded one of five discussion groups. Co-ops must play by the "Eat or be eaten" rule, the group added. Others predicted that cooperation between co-ops would increase.

Becoming larger or more specialized was viewed as the key to survival by several groups, while others thought that offering special services, such as cost-based balancing to Class I processors or milk price hedging to producers, would allow co-ops to continue to fill a need while adjusting to a new market order.

Deregulation also could increase the number of strategic alliances, between co-ops, between co-ops and proprietary dairy firms, between U.S. exporters and foreign marketers, and between dairy processors and U.S. firms currently not in the dairy business.

Nearly all of the participants said deregulation would bring an end to the pure bargaining co-op.

Without "brick and mortar," a co-op will have little bargaining power. Some even suggested that co-ops enter the fluid business, while others warned co-ops not to compete with their customers.

"Co-ops cannot be in the fluid business and then sell to bottlers," said one economist. Regardless of what strategies co-ops adopt to survive, brick and mortar losses are inevitable.

One group predicted that only half of today's co-ops would survive deregulation due to both an increased number of mergers and financial failures. Another said

fluid manufacturers processing less than 20 million pounds of milk per month—a medium-sized plant—will also be at risk.

All of the economists expect a short-term drop in milk prices from deregulation, with an unequal impact across and within regions.

Low-cost farms have always had an advantage, but under deregulation being a low-cost producer will become even more important. Large, well-located farms with good-quality milk will have the most staying power.

Most farm failures will occur in the Southeast, mid-South, and Northeast. The Midwest is also vulnerable, some said, while the Pacific states and Southwest will continue to gain market share.

Class I milk prices will be the first to fall.

"There's no reason to pay more for milk going into the bottle than for milk going into cheese," said one participant. "Class I prices will fall to cheese levels."

Individual bottlers will strive to be the low-cost buyer of milk, and with market information privatized, the perception that others are securing milk for less, could send prices even lower, said one group.

Class I handlers will look for consistent supplies of milk, which will lead to "cherry picking" of

large-herd producers whose operations are located in close proximity to plants, transportation routes, and population centers.

Those producers will be able to command a Class I premium from the market, but it won't be large, they said. Instead of monthly, Class I milk could be priced on a seasonal basis, or perhaps annually, but it will be bought and sold on contract, with quantity and quality specified.

What to do with excess supply will be a problem, especially before export markets are devel-

oped and domestic prices match world market levels.

"Who will step up to the plate and say, 'I want to tighten up the domestic market, so I'll take \$2 per hundredweight less for my milk?'" asked one economist.

Looking further out, however, predictions became more optimistic. In the short-term, 1-5 years post deregulation, exports could account for 2-4 percent of the U.S. milk supply; in the next decade, 3-10 percent; and in the next 10-15 years, 10-20 percent of domestic supply.



Middle Atlantic Milk Marketing Assoc.